

Bursick, Tammy

To: Corey Dubel
Subject: RE: I'd like to take joes place

Mr. Dubel:

Please send me a copy of your resume. I will submit it to the City Council and let you know when the interview sessions will take place. This position does require that you are a City resident and have lived in the City for at least a year.

Sincerely,

Tammy K. Bursick, MMC
City Clerk

From: Corey Dubel <dubelboy87@gmail.com>
Sent: Tuesday, March 16, 2021 11:03 AM
To: Bursick, Tammy <tbursick@covb.org>
Subject: I'd like to take joes place

SECURITY WARNING: This message has originated from an **EXTERNAL SOURCE**. Please show caution when clicking links, opening attachments, or responding to this email unless you recognize the sender and know the content is safe.

I feel like I would do the city of vero beach wonders..
Corey Dubel.

Philo, Sherri

From: Bursick, Tammy
Sent: Wednesday, March 17, 2021 2:45 PM
To: Philo, Sherri
Subject: Fwd: Resume
Attachments: Richard Winger Resume-rough update 2021.doc

Sent from my iPhone

Begin forwarded message:

From: Dick Winger <dickwinger6@gmail.com>
Date: March 16, 2021 at 1:57:00 PM EDT
To: "Bursick, Tammy" <tbursick@covb.org>
Subject: Resume

SECURITY WARNING: This message has originated from an **EXTERNAL SOURCE**. Please show caution when clicking links, opening attachments, or responding to this email unless you recognize the sender and know the content is safe.

Tammy,

This is very rough, so I hope no one critique's it too hard.

They all know me. They all have an opinion on what is needed and I may or may not fit, so I did not waste a lot of time on this.

Dick

Richard G. Winger

RECEIVED BY
CITY CLERK'S OFFICE
2021 MAR 17 PM 2:48

1361 Indian Mound Trail
Vero Beach, FL 32963
772-713-0005 - c
772-231-0580 - h

Dickwinger6@gmail.com

OBJECTIVE **Participatory Retirement, Stay Active.**

EXPERTISE **General Management, Finance, Government**

EDUCATION **Ohio Wesleyan University, Delaware, OH.**
Bachelor of Arts in Economics, Minor Accounting, 1962.
Graduated cum laude; Solcoum Academic Award.

Cleveland State University, Cleveland, OH.
Master of Arts in English, 1991.

Other Education: College of Dupage, Glen Ellyn, IL.
Two years Spanish; 1992, **University of Virginia,**
Charlottesville, VA, Managing Change in Crisis, and Advanced
Marketing, 1984 & 1988; **University of Georgia, Athens, GA.**
Business Communication, 1971.

MILITARY **U.S. Army Intelligence, The Pentagon, Washington, D.C., 1957-**
1959.

EXPERIENCE **CONTINENTAL BUSINESS DEVELOPMENT, June**
2006 to present.
Market Deelopment Manager
Selling products of the Mediterranean + rice to restaurant
chains.

OLYMPIC FOODS. November 2004 to May 2006.
Vice President of Sales and Marketing
Business was retail and co-pack orange juice in the west. Eight
Subordinates. Repositioned the marketing effort and
reorganized Sales in the western U.S./Canada.

C.F. SAUER/C+T QUINCY INC. April 1993 to

December 31, 2004.

Director of National Chain Restaurant Sales after stepping down as an officer at 65. Five subordinates covering the U.S. Provided the vast majority of new business/profit to the unit for 2003 and 2004.

Executive Vice President /Vice President/GM for Industrial, Retail Private Label, Toll Packaging and Foodservice

C.F. Sauer Foods, Richmond, VA

Rebuilt business to completely replace the \$140,000,000 sale of the C+T oil business in the remaining product lines (Margarine, spice, and salad dressings). Got the firm into PC's with a brand new plant and built another major multi-purpose plant in Kansas.

March 2000 to December 2002.

Vice President Foodservice

C+T Quincy majority owned by Cargill, Inc.

Recaptured 240,000,000 annual pounds sold with the Quincy Plant and participated in the general management of a 1.2 billion Pounds edible oil business. Ran the remaining C.F. Sauer Foodservice business of \$40,000,000.

September 1998 to March 2000.

Vice President Foodservice

C+T Quincy. 50/50 owned by C.F. Sauer and Quncy Soybean Corporation, Quincy, IL.

Established the Foodservice business for the new Quincy, IL Plant, took over the Foodservice business for the Charlotte, NC Plant, and assume leadership for the other C.F. Sauer Foodservice business. Built the business from \$15,000,000 to \$180,000,000.

The Quincy plant was 50% sold to ADM in July, 1997 and Completely sold in September 1998. The majority of the Charlotte plant and Foodservice business was sold to Cargill In September 1998.

April 1993 to September 1998.

Consultant in Poland Citizens Democracy Core

Consulted Delecta Foods making the transition to Capitalism. Company had 2300 employees in remote Poland and five units. January 2003 to April 2003.

UNILEVER, June 1989 to December 1992 – acquired Durkee. Retired at 55.

Vice President Chain Restaurant Sales

Van den Bergh Foods, Lisle, IL.

Sales to chain restaurants. Grew business 21%. \$135,000,000 in sales. Member of team installing new core SAP MIS system. Product lines – shortening; margarine; frozen pastry, pies muffins, Hors d'oeuvres; tomatoes, coconut, and hot sauce. June, 1991 – December, 1992.

Vice President Foodservice Sales

Van den Bergh Foodservice, Lisle, IL.

Responsible for 450MM sales. Relocated business and formed new sales unit from Shedd's, Durkee, and Pennant. Converted from direct sales to broker. Sales were up 14% over two years. Profit doubled. June 1989 - June 1991.

GLIDDEN-DURKEE – February 1962 to June 1991

Vice President, Sales and Marketing

Durkee Foodservice Corp., Cleveland, OH.

Responsible for \$102MM business in U.S. and \$5MM in Canada. Reorganized business/refocused Marketing approach. Installed centralized billing and achieved compounded sales growth of 8% with 11% in 1988. RONA increased on entire business from 6% to 30%. Had to corporate owners. July 1985 - June 1989.

Director of Marketing

Durkee Bakery and Foodservice, Cleveland, OH.

Bakery segment was established to sell in-store supermarkets. Products were repositioned and labels, packages, advertising, a promotional strategy was modernized. August 1984 - July 1985.

National Sales Manager

Durkee Bakery and Foodservice, Cleveland, OH.

Succeeded in getting employee turnover under control and (180). Stopped pricing abuses and increased volume 5% per year. Many subordinates now sr. managers in the Foodservice Industry. May 1980 - August 1984.

Western Regional Sales Manager

Durkee Foodservice, Bakery, Industrial Sales, Walnut Creek, CA.

Reversed business from \$500M loss to \$300M profit. Saved abandonment of geographical Market.
January 1978 - May 1980.

Marketing Manager

Glidden-Durkee, Cleveland, OH.

Reorganized the Powdered Paint business and increase volume twelve-fold. Directed Product Development schedule for 15-person laboratory and accomplished complete market study. Instrumental in acquisition of biggest competitor vs. a green-field capacity expansion.

January 1977 - January 1978.

Southern Industrial Manager

Glidden Paint, Atlanta, GA.

Ran Technical Service and 14 Salesmen - Inside Sales and Inventory Control. Increased Sales From \$4MM to \$11MM and Increased margin from 25% to 29%. Initiated business in new technical segments such as Electrophoresis and Coil Coating. Several subordinates became senior managers in the Industry.

April 1970 - January 1977.

Industrial Salesman

Glidden Paint, Atlanta, GA.

Built business fifteen-fold. Performed own technical service.
February 1962 - April 1970.

OTHER WORK EXPERIENCE

DELECTA FOODS, Poland – **Consultant** to retail company in marketing, management and MIS.

January 1993 to April 1993.

INTERESTS

Sailing, Travel abroad, apiarist, fishing, shop work, fictional writing, antique cars, gardening and reading.

ORGANIZATIONS

Indian River County Republican Executive Committee
IRNA

City Council Vero Beach, Florida 2011-2017

Former Chair Treasure Coast Council of Local Guvs.

Past Committee member FL League of Cities.

Serve Meals at Source.

Former member of IRC Beach and Shores Committee.

Former Sr Warden and Vestry at St. Marks Anglican Church,

Past Vice Chairman of COVB Finance Commission,

Past Supervisor 2010 Census.
Poll Worker, various elections including 2020.
Certified Sailing Level I US Sailing Instructor
Past Youth Sailing Foundation.
Past President of Castaway Cove IV & V Association.
Past Manco, Inc., West Lake, OH Board member.
Past Sauer Brands (Dukes) Board member.

FAMILY

Happily married. Four grown sons and seven grandchildren.
Patents moved to Vero Beach in 1972 and I inherited

REFERENCES

Provided upon request.